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USDOC FOR 3150/USFCS/OIO/CEENIS/MCOSTA  
USDOC FOR 532/OEE/MO'BRIEN

E.O. 12958: N/A

TAGS: [BEXP](#) [ETRD](#) [ETTC](#) [RS](#)

SUBJECT: EXTRANCHECK: POST-SHIPMENT VERIFICATION:  
TACTICA LTD., MOSCOW, RUSSIA, LICENSE NO. NLR

REFTEL: USDOC

¶1. Unauthorized disclosure of the information provided below is prohibited by Section 12C of the Export Administration Act.

¶2. Reftel 1 requested a Post-shipment verification to determine the legitimacy and reliability of the end-user, Tactica Ltd., Moscow, Russia. The company is listed on BIS license application: NLR as the ultimate consignee of parts and accessories for riflescopes and monoculars. The licensee is Leupold and Stevens, Inc., 14400 NW Greenbrier Parkway, Beaverton, OR 97006.

¶3. On March 27, 2007, Export Control Attache Donald Pearce and FSN Natalya Shipitsina conducted the requested post-shipment verification with Tactica Ltd., 138 Varshavskoe Shosse, Moscow, Russia. The export control team met with Sergey Korznikov, Commercial Director and Alexander Zviagin, General Director.

¶4. Tactica is a retail sporting goods and tactical supplies store, specializing in optics. Mr. Korznikov, a former member of the Federal Security Service (Russian acronym FSB) Alfa Group, founded the company in 2004. NOTE: FSB Alfa Group is a special operations capable anti-terrorist unit. END NOTE. The company started as an internet-based business, but expanded within weeks to a showroom when Korznikov's neighbor decided to invest 200,000 USD in the new venture. Tactica imports 90% of its inventory from the United States, and is a distributor for U.S. manufacturers such as 5.11, Blackhawk, SureFire, and others. The company employs 11 and operates from its showroom and office in a multi-tenant commercial building in southern Moscow.

¶5. Tactica is the official law enforcement and military distributor for Leupold and Stevens in Russia. In addition, Tactica sells a variety of optical products and accessories to hunters and shooting sports enthusiasts. The team was allowed to examine the purchase records, and was given copies of the end use statements and invoices. The items in the NLR shipment include rangefinder monoculars, rings, and lens caps for sporting rifle sights. The items have either been sold or are in stock. Stock is maintained in a locked storeroom on site, and the store is protected by an electronic alarm system with remote monitoring by the security guards at the building complex.

¶6. Recommendations: Post recommends Tactica Ltd., Moscow, Russia as reliable recipients of sensitive U.S. origin commodities.  
(FCS MOSCOW/SBOZEK/DPEARCE)  
BURNS